

Financial,
Manufacturing,
Real Estate.

The Times



Dispatch

Want Ads.
Agriculture,
Commerce.

THE DISPATCH FOUNDED 1850
THE TIMES FOUNDED 1854

RICHMOND, VA., SUNDAY, JULY 9, 1911.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Unexpected Activity in
the Hottest Week of
Two Long Decades.

SEVERAL BIG DEALS;
MANY SMALL ONES

The Suburbanites Kept Busy
Showing Property, and They
Have Made Good Sales.
Monument Annex Active.
Several Resales Recorded.
Notes From Town.

The hot waves may come and the
floods may stay a while with us,
but little old, solid old Richmond goes
right along. It sweats not a little,
and sometimes when the kiosk or
kioskette or any other thing, with
the aid of Walter Boss Evans, forces
a little more of the sweating business
than the old original Warrock-Rich-
ardson Almanac would call for, it seems
but natural that the real estate sweat-
ers would pull in their horns and prac-
tically suspend business, and it seems
to have been assumed in some quarters
that they did do that very thing last
week, but this assumption is decidedly
misleading.

In Spite of Heat.
The fact is that notwithstanding the
record-breaking hotness of the past
week there was decided activity in
real estate circles. Not altogether as
much activity as we sometimes meet
up with in the beautiful fall months,
when the weather as well as the real
estate offerings and inducements, is
inspiring, but all the same the agents
did business, a lot of it, and as far as
I can gather from the boys, a ma-
jority of whom are not disposed to
tell all they have done, the sales with-
in the city limits during the week just
closed totalled something like \$350,000,
and that is doing pretty well for the
most torrid week that Richmond has
known within two decades. And then,
too, be it remembered that not a few
of the biggest investors and specu-
lators and plungers are away on their
holiday outings.

Time to Grow Wise.
Of the thirty-odd agents I inter-
viewed yesterday only one reported ab-
solutely no sales, and I did not very
much believe his story, for he smiled
and winked his eye as much as to
say "no sales to tell about." He is a
fine young fellow, not very long out
of college, out of a college in which
the leading professor probably laid too
much stress upon an old-time fool idea
that the left hand should not be al-
lowed to know what the right hand
is engaged in. This young fellow will
learn wisdom after a while, and among
other good things he will learn what
is the fact that his college professor
is an old fogey.

All of the agents, with one excep-
tion, who did not report any sales,
small sales, but many small sales, all
up well in the aggregate, and there
were very many small sales.

Several Transactions.
The largest transaction of the week
was a sale, or rather three sales, made
by Pollard & Bagby. They sold to J.
St. George and John Stewart Bryan
three Main Street stores between
Seventh and Eighth Streets, the fig-
ures being \$75,000. The buyers bought
purely as an investment.

Amos & Belandier report some
pretty good sales, but not very
particulars altogether as full as they
might. They sold to E. L. Frost forty
feet of ground on the south side of
Broad Street, near Meadow, and ob-
tained for the same \$200 per foot. They
also sold to M. A. Frost nearly \$13,000
worth of vacant property on the south
side of Broad Street, east of Allison.
The same gentleman also invested in
some good property at the southeast
corner of Allison and Broad Streets,
upon which he has already broken
ground for the erection of three hand-
some stores with flats above, the whole
to cost something under \$50,000.

Elam & Funsten report the sale dur-
ing the past ten days of No. 924 West
Grace Street for \$7,500, a vacant lot
thirty-two feet on Allen Avenue, near
Park Avenue, for \$4,600, and the res-
idence No. 711 Third Avenue, Chest-
nut Hill, for \$2,900.

Other Notes.
W. E. Purcell Company sold some
good vacant property in the western
part of the city and two or three
homes, their real estate for the week
footed up about \$20,000.

Pollard & Bagby tell of about a
dozen small sales in all parts of town
that foot up \$40,000, but particulars
are unnecessary.

The Deacons have done considerable
business in real estate, but they say
they do not love to tell about little
affairs.

Connelly & Company sold at least
three houses that have been heard of,
but particulars are shy.

Harrison & Bates sold about \$11,000
worth of Richmond dirt and shingles,
but the sales were small and scattered,
and it took a lot of perspiration to
accomplish them.

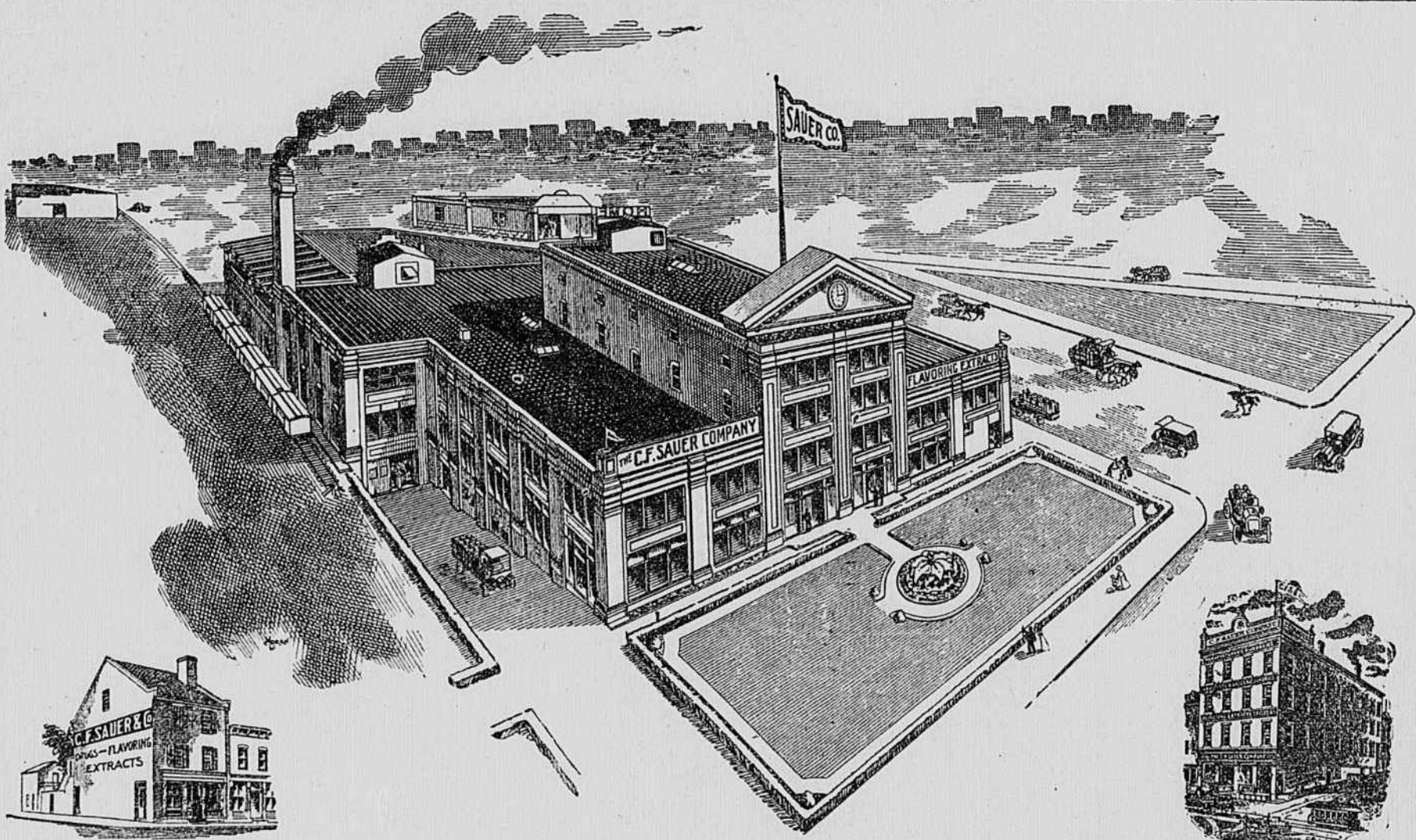
Back From War.

Brigadier-General J. Thompson
Brown, of the firm of J. Thompson
Brown & Co., spent half of the week
at Gettysburg, Pa., where he went to
make the old fight over again, in his
mind, and not with the big gun he
manned on the original occasion; but
he got back in time to see the junior
and more active members of the firm
close up about \$15,000 of business, and
just before closing this report he told
me that his right hand was then out
with one of the biggest real estate bu-
yers in the town, and it was expected
that a big deal would be closed up be-
fore dark. I didn't wait till dark for
particulars and confirmation.

Twenty or more other agents have
sold me of small deals and there
all over the city and away out in the
suburbs, and I am sure that the aggre-
gate figured out above is at least a con-
servative estimate of the week's busi-
ness.

In the suburbs there has been fairly
(Continued on Third Page.)

BIG RICHMOND INDUSTRY--HOW IT GREW



THE BEGINNING IN 1857.

SAUER CO.'S NEW HOME, 1911.

ENLARGEMENT IN 1880.

NEW INDUSTRIES OF WEEK IN SOUTH

Developmental Announcements
From Various Sections
Reported.

[Special to The Times-Dispatch.]
Baltimore, Md., July 8.—The expan-
sion of business activities throughout
the South, as reported in this week's
issue of the Manufacturers' Record, is
indicated in the resumption of work of
a number of iron and steel plants in the
Birmingham district, giving employ-
ment to about 5,000 additional hands,
as well as in the reported organiza-
tion of a number of important indus-
trial companies in the expansion of
existing plants. The Virginia Bridge
and Iron Company, of Roanoke, Va.,
one of the largest independent bridge-
building concerns in the country, in
order to meet increased business, will
double its Atlanta plant, for which
purpose it has secured a four-acre
site, and is also now enlarging its
plants in Roanoke, Memphis and New
Orleans, thus showing the widespread
activity in bridge and architectural
iron construction work throughout the
South.

Among the other more important in-
dustrial enterprises reported for the
week are the following:
Cathlamet Lumber Company, Union
City, Pa., was incorporated with \$250,-
000 capital stock to succeed Blackwater
Lumber Company, purchased 4,000
acres of timber from Beulah Lumber
Company, and timber land, saw mill
of 10,000 feet daily capacity, ten-mile
railroad, etc., from Elk Lick Lumber
Company, of Hamlet, N. C. W. Va.; will
make necessary improvements.

Log Mountain Coal Company, Big
Stone Gap, Va., was chartered with
\$900,000 capital stock, and consolidated
four coal companies with annual out-
put of 250,000 to 300,000 tons; plans in-
vesting \$500,000 for new washers, ad-
ditional power machinery, etc.

M. B. Bandas, Ragland, Ala., is en-
deavoring to complete arrangements
insuring construction, by Northern
capitalists, of plate glass works cost-
ing \$300,000 and glass bottle works
costing \$125,000.

Enterprise Lumber Company, Alex-
andria, La., is negotiating for 16,000
acres of timber land, and the price is
reported as to be about \$1,250,000; land
is located near Glenora, La.

Shawnee Gas and Electric Company,
Shawnee, Okla., will invest about \$150,-
000 to erect buildings and install ma-
chinery for replacing electric plant re-
cently burned.

Anderson Water, Light and Power
Company, Anderson, S. C., will install
steam turbine plant for 1,500-horse-
power, enlarge buildings, etc., at a cost
of about \$50,000.

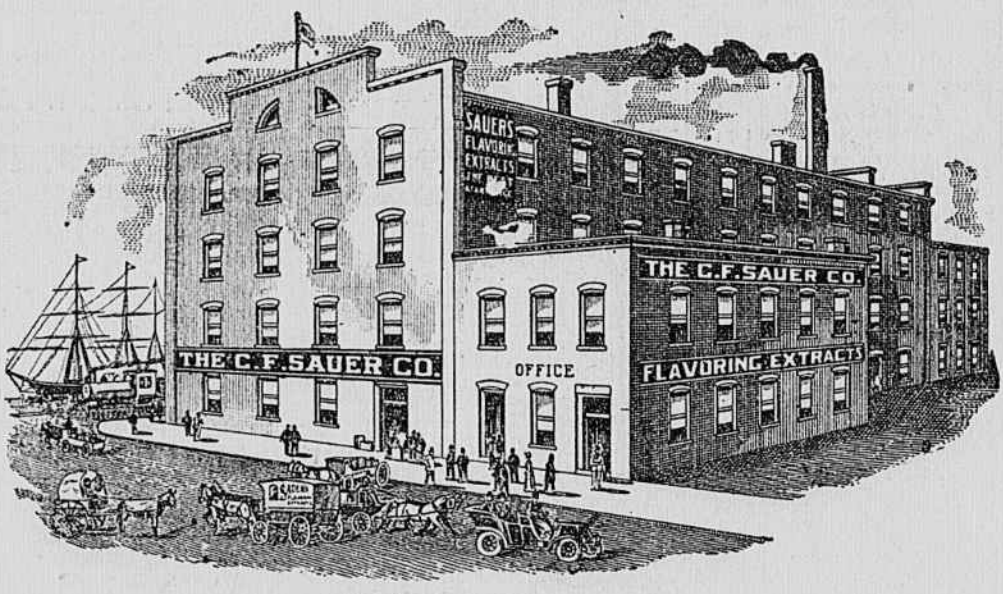
A. J. Showalter Co., Dalton, Ga.,
awarded contract for \$12,000 building
to be equipped with machinery for
printing music.

Gulf Compress Company, Argenta,
Ark., will rebuild plant burned at a
loss of \$200,000 to \$250,000.

Greene Manufacturing Company,
Greene, S. C., awarded contract for con-
struction of additional building four
stories high, 110 by 130 feet; will pro-
vide space for 15,000 spindles and 400
looms, increasing Greene plant to about
25,000 spindles and 700 looms; build-
ing and machinery will cost about \$250,-
000.

William Kent, Washington, D. C., and
J. F. Jordan, Guilford county, N. C.,
purchased 40,000 acres of land near
Manchester, N. C., plan development of
orchards, construction of highway to
Fayetteville and Pinehurst, etc.

Muskogee Gas and Electric Company,
Muskogee, Okla., will invest about
\$200,000 for additional buildings and
machinery to include 3,000-horsepower
engine, 250-horsepower boiler, 3-
phase alternator, etc., has begun con-
struction and ordered most of machin-
ery.



SPREADING ON 21ST STREET IN 1904.

PROFITABLE BIRDS INSECT-FIGHTERS

Should Be Encouraged—More of
Them Are Needed in Old
Virginia.

SOUND VIEWS OF EXPERT

Farmers Make Great Mistake If
They Do Anything to
Harm Birds.

The lesson which Virginia farmers
can learn by the protection of birds is
one which is most valuable, according
to Henry W. Henshaw, chief biologist
of the Department of Agriculture. He
talks officially to farmers in all the
states, and from his printed talks the
following facts are gathered:

Seven kinds of insects, commonly
known as grasshoppers, summer within
our boundaries. The majority of these
are good friends of the farmer and de-
serve to be widely known in order that
their services may be appreciated.
The grasshoppers are easily distin-
guished from other insects by their
stout form, bright plumage, massive
bills and melodious voices. Two of
them live mainly in cold mountainous
areas, and having little to do with
farms, or with the insects that prey
upon crops, may be dismissed without
further notice. The other five live
largely in agricultural regions and are
secure most of their food from cultivated
lands. All of them feed to some ex-
tent on crops, but only one does ap-
preciable harm. On the other hand, all
perform valuable service in destroy-
ing certain of our worst insect pests.

Enemies of Birds and Worms.
The rosebreast has long been held in
high esteem because of its habit of
preying upon the potato beetle, and
the same potato-bug bird suggests its
important services in this direction.
Larvae, as well as adult beetles, are
consumed, and a great many are fed to
nestlings. No less than a tenth of the
total food of the rosebreasts examined
consists of potato beetles—evidence
that the bird is one of the most im-
portant enemies of the pest. Its ser-
vice in devouring other exceedingly

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Crop Reports That Are Truly Doleful—The Great-
est of Its Kind—Dynamite As a Plow.

Dairy Farms That Pay—Other
Timely Hints.

BY FRANK S. WOODSON,
Industrial Editor.

I have been disposed to allow a lib-
eral discount for the bad reports of
crops as they have been com-
ing in from the drought-ridden and
 parched up farms of Old Virginia. Af-
ter the scattering rains of ten days or
two weeks ago, and believing and hop-
ing that the backbone of the drought
had been broken, and knowing what
wonderful "come out" there is in every-
thing that grows out of Virginia soil, I
was disposed to hope on and keep the
best foot foremost. I must now confess
to more injury from the drought than
was willing to admit a week ago.

There cannot longer be a lingering
doubt that nearly all the crops in Vir-
ginia have been injured beyond com-
plete repair, no matter how favorable
the seasons may be from now on. But
there is a silver lining to every cloud.
In the first place it is not quite the
middle of July yet, and favorable sea-
sons from now on, if we get them, may
enable a bumper corn crop to overcome
some of the losses on other grains, on
potatoes, on fruits and on some other
products that are necessarily cut short
by the much dryness and the hereto-
fore unheard of heat. In the second
place this drought has been general
all over the country, and we in Virginia
are no worse off than our neighbors.
We may have, certainly will have, less
of farm products to sell this year than
usual, but because of the shortness of
crops in general we may get higher
prices for the little we have to sell,
and in the end we may come out in
cash, after selling time, a little better
than we now think.

After the Manner of Pharaoh.

In this connection I am struck with
just a paragraph I find in the Farm-
ville Herald. The last week's issue of
that paper has a doleful symposium on
the effects of the drought. Here is the
paragraph that I like: "While H. E.
Richardson would welcome rain, none
of his crops were seriously suffering
when he wrote us. His hay crop was
short, quite short, and yet he has old
hay left over that will tide him over
the present difficulty."

Good for Richardson. He is evi-

dently a Bible student, and has doubt-
less read how King Pharaoh of Egypt
laid up stuff for a dry time. It is just
as well to provide against a drought
time as it is to "lay up for the inevi-
table rainy day."

Danville "The Greatest."

I have somewhere read that Dan-
ville is the "biggest bright leaf to-
bacco market in the world." I guess I
have read it several million times, and
I know I have written it myself sev-
eral hundred thousand times within the
past thirty or forty years, and every
time it was true. The Danville To-
bacco Association, one of the few or-
ganizations of its kind that "keeps
eternally at it," has recently held its
annual meeting, and the report of J.
Pemberton Penn., the president, shows
that during the tobacco year which in
these latter days closes June 30, the
market sold 36,836,954 pounds of bright
leaf, which brought \$3,774,251.07, or
an average of \$10.47 per hundred pounds.
That was a good deal of money for the
farmers of the surrounding section to get
for it. In addition the Danville dealers
in bright tobacco bought in hogshead
lots from other near by markets in the
bright belt 21,727,000 pounds, for which
they paid about the same amount per
hundred pounds. This shows that the
Danville hustlers handled during the
twelve months ending June 30, 57,736,-
954 pounds of the bright leaf, and they
shipped it to all parts of the civilized
world. Danville is indeed a great
bright tobacco market. It would be
an even greater one in a way if more
of these millions of pounds of the
bright leaf were manufactured within
the corporate limits and less of them
shipped to foreign parts. There would
certainly be more trimmings in the
way of hay rolls kept at home. But
the tobacco business is curious in these
latter days, and I guess the up-to-date
Danville tobacco men know it better
than does an old fogey, as the writer
may be on some subjects.

Plowing With Dynamite.

A good natured fellow named D. D.

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ALL ABOUT EGGS AND COLD STORAGE

How Syndicates Overdid Thing.
Up-to-Date Poultry Men Do
Not Fear Storage Eggs.

BY WALTER C. SCHAAF.

Long years ago the German and
Dutch farmer lads of Pennsylvania
would pick up newly found eggs, cov-
ering all but the ends with their hands,
and "look through" the eggs at the
time they were fresh. The custom
brought from Germany and
Holland, where it had existed for ages
was ridiculed by the neighbors of these
simple farmer folk, but it continued
with their children and grandchildren
until they became developed into a sci-
ence that is the foundation of the cold
storage egg industry of the world.

The wholesale egg industry of
America to-day depends on the candl-
ing of the eggs. The unlettered coun-
try boy of century back never dream-
ed he was laying the foundation for a
huge business, with millions of dollars
capital invested in magnificent build-
ings and unlimited cold storage capac-
ity to hold hundreds of thousands of
dozens of eggs, known to be good
through the all-revealing electric light
or candling process.

Eggs arriving at the wholesaler's
place from the country are supposed to
be fresh. If the supposition was lived
up to, there would be no work for the
candler, who, by the way, takes years
to become expert in the business.

The Candling Room.
The cases of eggs are taken to the
candling room, which is not unlike the
photographer's dark room. A tin can
large enough to slip over a round or
slightly oval hole cut in it. With the
electric light turned on this gives a
powerful light focused through the
small hole and a strong beam of light
shows through an egg held in front
of same.

The candler takes three eggs in each
hand, and with a rapid twisting motion
of the wrists holds them all before the
light. As the light strikes each egg,
it reveals the condition of the inside
almost as clearly as though there were
no shell on the egg. It is almost un-
believable how many cases of eggs an
expert candler will handle in a day
without a single mistake. Mistakes are
costly here like any other business. An
egg may have only a crack in the
shell or a little dirt outside of the
shell, and would in either case cause
trouble after a while.

An egg with a crack, be it ever so
small, or simply a moldy place on the
shell, will after a few months go bad,
and one bad egg means more bad eggs
around it, and if left long enough will
spoil the whole crate. Years ago they
were always afraid of freezing the
eggs, but they have found out now that
at the temperature of twenty-nine de-
grees they will keep indefinitely with-
out danger of freezing.

The Money End.
While it may be a good thing to
store the surplus eggs of the country
to take care of its needs during the
time of demand, the speculators last
year, not satisfied with the ordinary
profits, held back eggs, resulting in
prices not warranted by conditions.
Everything worked lovely season of
1910, but this last gone winter they
got caught seemingly at their own
game. The medium and poorer classes
of people who could not afford to pay
35 to 45 cents per dozen for eggs sim-
ply stopped eating them. After this
they had been going on some time, it re-
sulted in the wholesalers finding that
they had full warehouses and no de-
mand. Then came a period of uneasiness,
followed by a downward trend in
prices, and this soon developed into a
pronounced drop, carrying prices
down to a level that left absolutely no

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ENTERPRISE TELLS IN BIG RICHMOND

Great Industries Grow
Here From Small
Beginnings.

SAUER'S NEW PLANT EXTRACT FACTORY

Flavoring Extracts Made in Rich-
mond by Richmond Men Sold
All Over Country—Growth
of Sauer's Little Extract
Shop to Mammoth Fac-
tory Proportions.

BY FRANK S. WOODSON.

Richmond, that is to say, industrial
Richmond, is not inclined to be boast-
ful, not as much as I think it ought to
be, but there is one thing that is
proud of and sometimes boasts about.
Maybe it has been mentioned in the in-
dustrial section before, but it is worthy
of repetition. That one thing that
Richmonders love to brag about is that
its big industries, and it has some of
the largest in the country, did not start
big, but commenced on the small, and
grew to mammoth proportions by
the energy and pluck of its own people.
That is true in the main, although there
are some great industrial enterprises
here that have become great by the in-
roduction of foreign capital and out-
side energy and foresight. Even
these, however, built up on foundations
that were laid by home talent and
home energy and home capital.

It is always interesting to me, and I
believe is also interesting to the aver-
age reader of the Industrial Section, to
study the history and trace the pro-
gress of these large industries that
started small and through the energy
and pluck of Richmond folks became
great.

A Case in Point.

The largest factory for the manufac-
ture of flavoring extracts in all of the
South, and the best equipped and most
up-to-date establishment of its kind in
the South, is located in Richmond,
all the country, is located in Richmond,
and its history is well worthy a long
chapter in the Industrial Section. The
C. F. Sauer Company, Incorporated, are
the owners and operators of this estab-
lishment.

In the year 1857 they commenced busi-
ness in a small way in a little two
and a half story frame building at the
corner of Seventeenth and Broad
Streets, and the business was to put up
first-class flavoring extracts of all
kinds for cooking and sweetening pur-
poses. The products of the little fac-
tory soon became popular with house-
wives and restaurant keepers and ice
cream parlor proprietors, and every-
body else who use extracts in any way.
The business was at first purely local,
but in time, and very short time, the
Sauer extracts became popular beyond
the limits of Richmond, and in order
to supply the growing demand in all
parts of Virginia, the company had to
enlarge the plant within two years.

Beyond State Bounds.
The first move was to Fourteenth and
Main Streets, where a much larger
building was secured, and the members
of the firm thought that in this large
factory they would be able to handle
very many years to come. However,
the business grew with rapid strides and
was extended beyond the borders of
Virginia to other States, until the
Sauer flavors were known in more than
half the States of the Union, and
wherever known were popular, and re-
tailers found them to be "fast sellers."

In five years larger quarters and greater
factory room became necessities, and
this time the company bought the im-
mense building which had once been
used for a tobacco factory on Twenty-
first Street, between Main and Cary.
The building was enlarged and remod-
eled and several additions made, among
them complete office rooms. Here the
company had more than double the
former factory space, with office space
in addition, and thought they were
permanently fixed.

Young Men Went West.

But last year it was found that the
growth of the business and the exten-
sion of trade until the Sauer goods were
being sold in nearly every State in the
Union, necessitated still larger and
more up-to-date factory facilities. The
company saw no sense in taking so
many bites at the cherry, and they
went to the setting sun and ac-
quired by cash purchase ample grounds
out on Broad Street, at the corner of
Meadow Street, or, more properly
speaking, at the corner of Hermitage
road. At this point a building (or
rather three immense buildings in one)
has been erected and especially
equipped for the business.

A Model Structure.

The magnificent four-story building
is of reinforced concrete, the doors and
windows being of steel and wire glass,
the whole being as near to fireproof as
building can be made. The big house,
or combination of houses, stands on a
plot of ground that measures 210 feet
on Broad Street, running back on the
Hermitage Road, or the continuation
of Meadow Street, 300 feet, with a rear
plot of over three acres, held in re-
servation for future development. Rail-
way side tracks connect the west
side of the building, and all shipping
is right from the ground floor to the
cars, and vice versa. The total floor
space is 55,000 square feet, and every
corner is equipped with the latest ma-
chinery, and some of it of the costliest
kind, designed for the business in hand,
and electric elevators connect the many
floors.

The Vanilla Bean.

The ground floor, with approximately
20,000 square feet, is used in the fla-
voring process—that is, bottling and
labeling the products of the factory and
for shipping purposes. On the second
floor, in the eastern end of the build-
ing, are the handsomely equipped of-
fices. In another part is the laboratory,
which has somewhat the appearance of
a big wholesale drug store, and here
the work of preparing the extracts is
done. In a corner of the third floor is a

(Continued on Third Page.)